

## The Follow Up (Part II)

(During the Follow Up Appointment...)

SET AT EASE, BUT TAKE CONTROL OF THE CONVERSATION.

- When we talked the other night, I know you probably have a few questions, but first let me ask you something \_\_\_\_\_.

- What did you like best about what you saw the other night?

- That part about the <sup>4%</sup>~~2%~~, did it come clear to you?

- If you could develop that income, of whatever it is that you'd like to develop, I don't know what you saw the other night or talked about; what would you do with the income if you had it? If you had another 1000, 2000, 3 or \$4000 a month, what would you do with it?

- Before we go into a few things, let me explain this to you. If you decide to go into business and work this thing, there's a few things that we look for people to do, who come into business with us.

- We're gonna work out fantastic, but let me ask you a question: To make our program work, are you willing to do a few things, maybe three things;

1. Are you willing to listen alot?

- The reason is, in the occupation you're in now, you had to listen alot to learn. We're talking about you owning a business and hopefully a successful business, if you are willing to listen; then we're willing to talk and teach you everything you need to know, because when you succeed, I succeed.

2. Are you willing to work smart?

- \_\_\_\_\_ would you consider changing your buying habits? You now own your own business, would you consider buying from yourself, rather than driving across town and paying full retail. Would you consider looking into the catalogs and buying from yourself.

(Use some analogies: guy who owns restaunt eats at his own...etc.)

3. Are you willing to associate?

- We've built a team through our program, where we utilize a system with positive books, we utilize a system a system where we can associate through cassette tapes to speed up our marketing time and increase our time compounding, we're working on seminars; are you willing to spend some time, just a little bit, go through the program and learn the mechanics, and attend the seminar sessions. This is what we look for as you start to build a large business.

- Do you see anything that you couldn't do so far? Great!

- Here's what I want to help you do \_\_\_\_\_: (Draw some circles)

YOU—> 0      - We want to help you get to 1000 PV. Sometimes, when we have private  
         / | \      seminars, the guys at 1000 PV get to stay a little later than the rest  
         0 0 0      and get a little more information; if your willing to work, listen alot,  
         / \ / \      work smart, change your buying habits and associate, let me help you build  
         0 0 0 0      your list and get your to 1000 PV by your second month.

1000 PV

HELP HIM BUILD HIS LIST.

INVITE TO TEAM CALL-IN.